



How Cinemark makes DER's work, both as a property owner and a tenant



Plano, Texas



Utility People Know How To Dress!



DER Technologies Employed

- ◆ EV Charging Stations
- ◆ On site solar
- ◆ Community solar
- ◆ Energy Storage
 - Batteries
 - Thermal Storage (Ice Energy)

Owned properties are easy...relatively speaking

The difficult part is getting started!



- Meeting ROI expectations
- Getting comfortable with the technology
- Roofing and structural considerations
- Maintenance and insurance considerations

Working with landlords...An adventure

Factors, aside from economics, that may impact a project

- Relationship with the landlord (Real Estate Department)
- Roof responsibility
- Roof condition
- Roof rights
- Landlord expectations

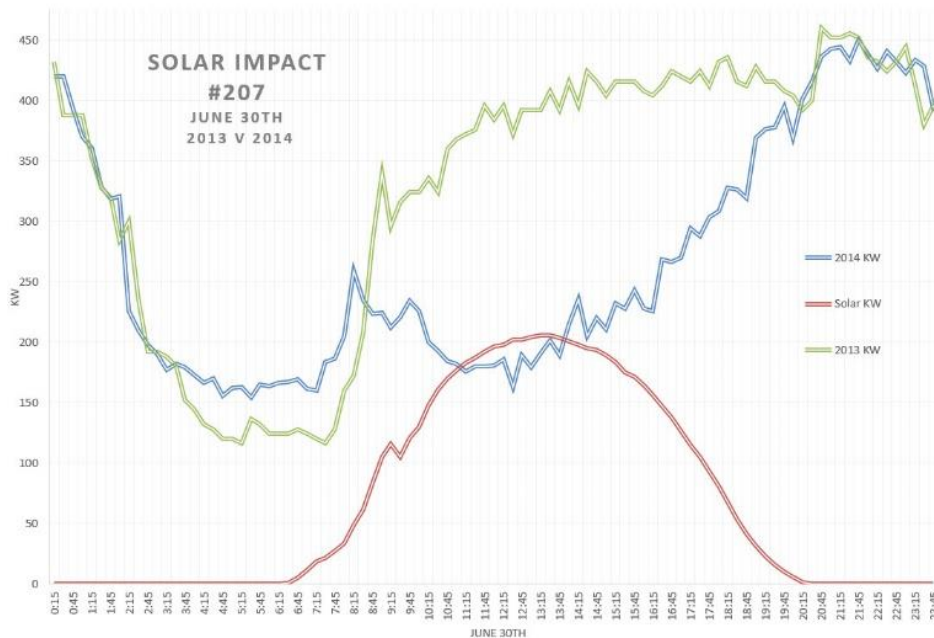


Property Evaluation List



2012 Solar Projects

- ◆ 1056 Draper, UT
- ◆ 25 kW – Solyndra panels
- ◆ \$50,000 Grant from state of Utah
- ◆ \$50,000 Out of pocket



2013 Solar Projects

- ◆ 206 Grapevine, TX
- ◆ 207 Dallas, TX
- ◆ 242 Pflugerville, TX
- ◆ 251 Plano, TX
- ◆ 1058 Pflugerville, TX



<\$1,045,745> Federal Investment Tax Credit

<\$1,546,238> Oncor cash incentives

2014 Solar Projects

- ◆ 384 Austin
- ◆ 1003 Napa
- ◆ 202 Rochester
- ◆ 343 American Fork



2015 Solar Projects

- ◆ 262 Chico
- ◆ 280 Lancaster
- ◆ 1060 Fremont
- ◆ 1010 Oxnard
- ◆ 440 Milpitas



2016 Solar Projects

- ◆ 1075 Temple
- ◆ Oncor Incentive – Reduced amount from 2013



2017 Solar Projects

- ◆ #1015 Carson
- ◆ #1126 LaQuinta
- ◆ #187 Somerdale
- ◆ #1134 Downey



2019

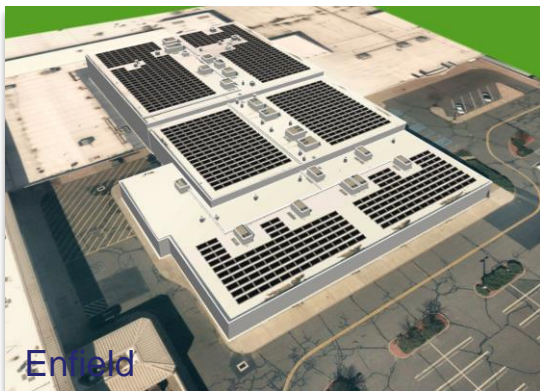
♦ Frisco (LEED) 100 kW

\$0.30/watt Incentive from CoServ

- **Permit Drawings:** complete
- **Structural calcs:** due this week
- **Interconnection:** CoServ engaged; aiming to submit ICX application this week
- Plan is to approach the City next week

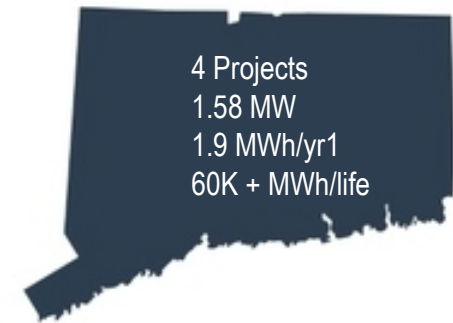
♦ Rialto PPA – Ready for execution

♦ Currently evaluating 10-20 new projects



Project Portfolio Overview & Layouts

City	Sys Size (kW-dc)	Annl kWh	ZREC Bid Price
Manchester	492.48	565,130	\$60
Enfield	364.8	419,216	\$85
Milford	364.8	426,702	\$85
North Haven	364.8	434,285	\$85
Total	1586.88	1,845,333	

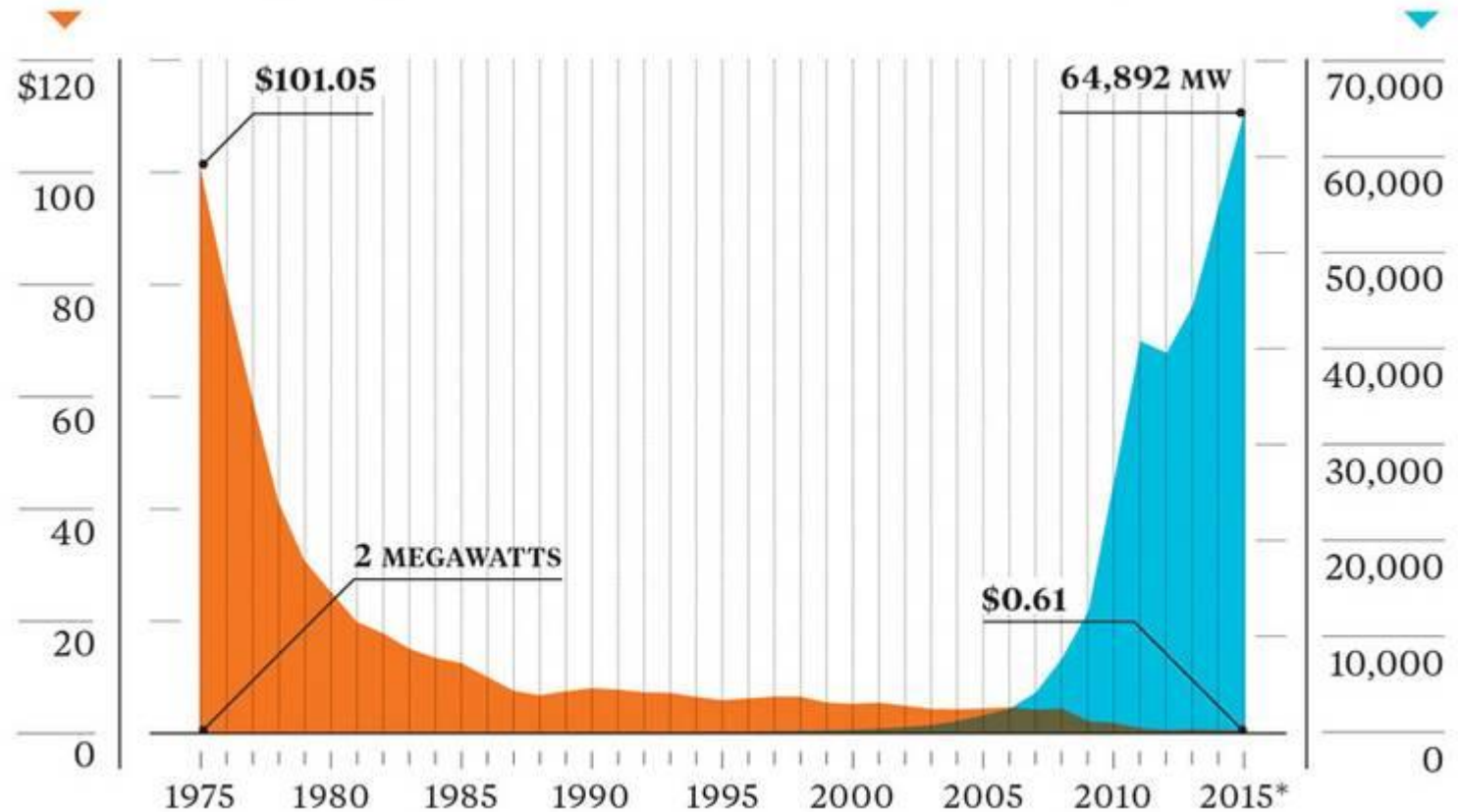


The projects identified above have site control secured through executed ownership affidavits, are ready for submission into ZREC auction, award notifications will be provided in July.

Solar

Price of a solar panel per watt

Global solar panel installations



Incentive Summary

- ◆ 30% ITC on all projects so far...
- ◆ State of Utah - \$50,000 (max) on 20 kW system=\$2.50/watt
- ◆ Oncor - \$1.08/watt in 2013
- ◆ NYSERDA - \$0.63/watt
- ◆ Austin Energy – PBI \$0.12/ kWh - \$341,148 over 10 years = \$1.61/watt
- ◆ PG&E/SCE \$0.15-\$0.20 per kW avg. No longer available.
- ◆ PacifiCorp (Utah) - \$.70/kW

Total to date – Utility incentives only \$2,844,162

EV Charging Stations



ELEVATE CUSTOMER ENGAGEMENT

Personalized experience that grabs the shopper's attention

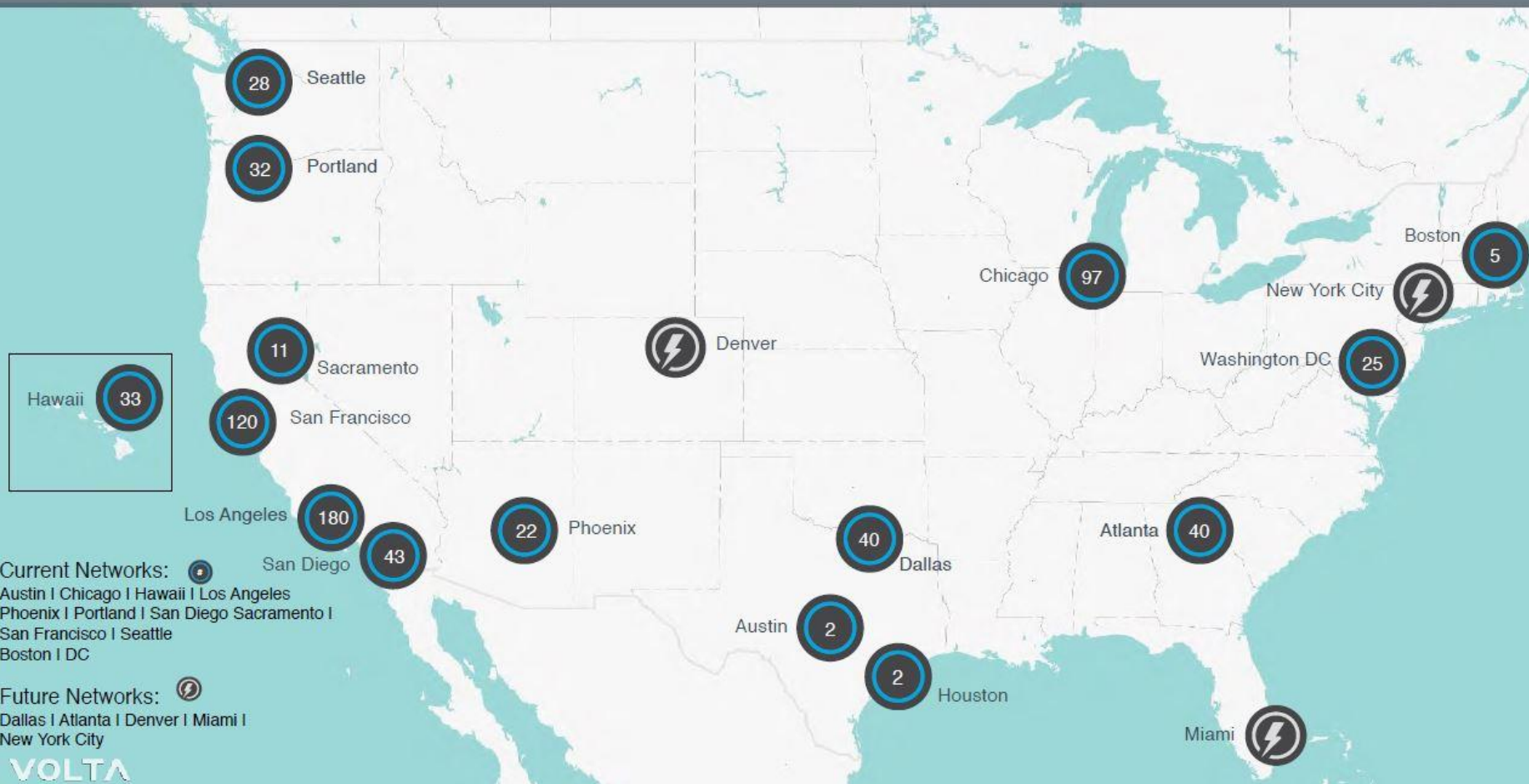


Displays relevant suggestions and offers based on past purchases through geo-fencing

VOLTA

Requires software integration between Volta and Cinemark

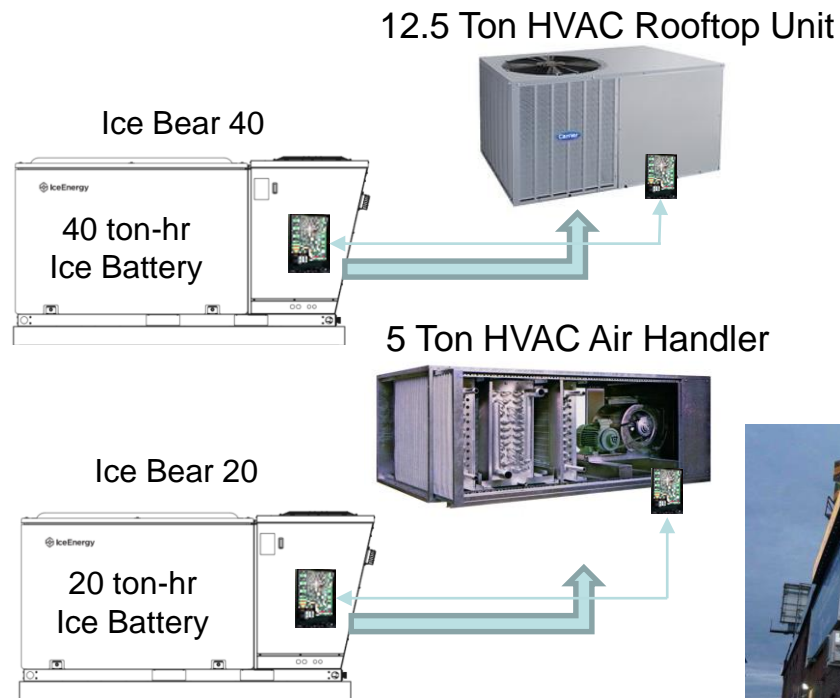
MOST UTILIZED PUBLIC CHARGING STATIONS IN THE U.S.



Energy Storage

Eversource TES Peak Load Reduction Project

- ✓ Ice Battery integrated to 2 existing HVAC Units
- ✓ Ice Bears ground mounted on slabs with refrigeration line sets and controls run to HVAC units
- ✓ Customer and Eversource receive permanent Peak Load Reduction without cooling sacrifice.
- ✓ Units can be controlled by Eversource to manage peak demand

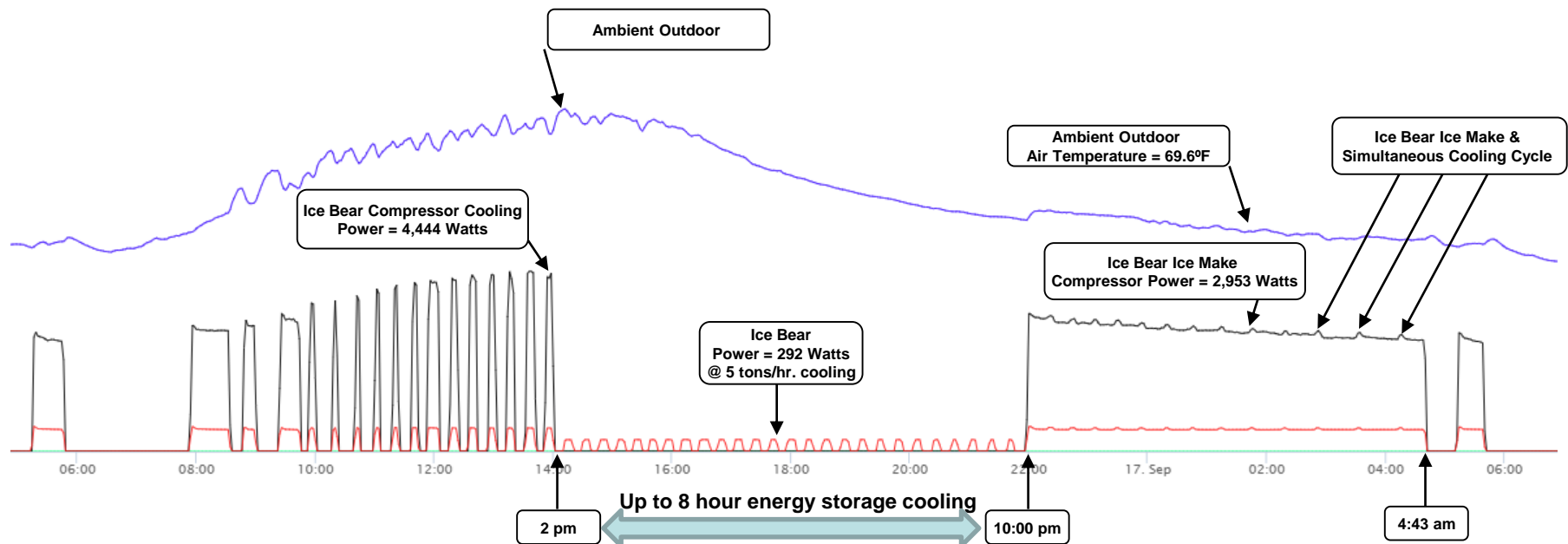


EVERSOURCE
#1 Energy Efficiency Provider in the Nation
—According to Ceres, 2016 Benchmarking Utility Clean Energy report



Energy Storage

Building's Thermal Load Determines Discharge Time



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Energy Storage



- Completed Locations:
 - 280 Lancaster – 400 kW
 - 420 Orange – 600 kW
 - 440 Milpitas – 72 kW
 - 1016 Carson – 108 kW
 - 1134 Downey – 108 kW
- Upcoming Completions
 - 347 Long Beach – 108 kW
 - 482 Huntington Beach – 108 kW



Energy Storage

System: System Name	System Stage	Energy (kWh)	Power (kW)	Tower(s)	Utility	Product Type	Product Type(Install)	Program Pricing Option
Cinemark - Orange	Operating System	1116	600	3	SCE	PS 5.1	PS 5.1	SGIP 2014
Cinemark - Lancaster	Operating System	744	400	2	SCE	PS 5.1	PS 5.1	SGIP 2014
Cinemark - Downey	Operating System	216	108	6	SCE	PS 1.4	PS 1.4	LCR Standard
Cinemark - Milpitas	Operating System	144	72	4	PG&E	PS 1.4	PS 1.4	SGIP 2016
Cinemark - Carson	Operating System	216	108	6	SCE	PS 1.4	PS 1.4	LCR Standard
Cinemark - Long Beach	Installation in Progress	216	108	6	SCE	PS 1.4	PS 1.4	LCR Standard
Cinemark - Huntington Beach	Installation in Progress	216	108	6	SCE	PS 1.4	PS 1.4	LCR Standard
Total		2868	1504	33				

Cinemark - Lancaster
2600 W Avenue I Lancaster, CA
Utility SCE
Tariff SCE GRC2 TOU-8 Option B (< 2kV) - GF Direct Access

Energy

12 MWh

Demand

318 kW

Maximum Demand

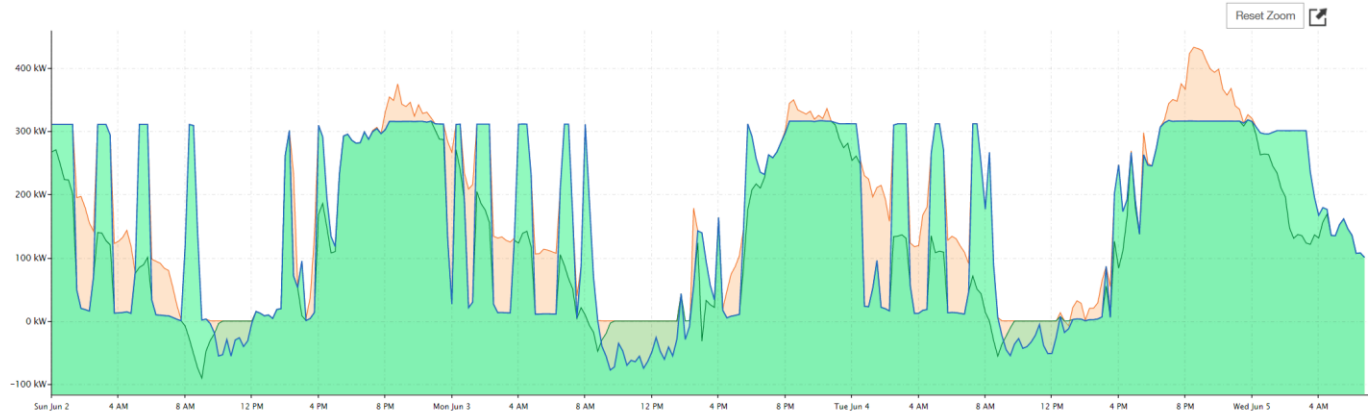
Show on graph

-78 kW

Minimum Demand

Show on graph

Optimized Utility Demand Utility Energy Usage PowerStore Discharge PowerStore Charge



Virtual PPA

AEP Trent Mesa 154 MW-DC



Trent Mesa 154 MW-DC



Virtual PPA

10 MW now
30 Additional MW in 2020



Renewable Summary

- ◆ 4.6 MW Solar currently installed
- ◆ 3.5 MW Grid scale potential if FPL's plan is approved by PSC
- ◆ 2-4 MW potential through landlords working with developers – community solar model
- ◆ 2-5 MW potential via ownership, depending upon capital availability
- ◆ 2-5 MW potential for PPA's
- ◆ 10 MW wind currently, going to 40 MW 8/1/2020